



# Department of the Navy Office of Small Business Programs

## Department of the Navy Small Business Programs Gold Coast August 13, 2014

"Small Business...

**T***he First Option"*

<http://SmallBusiness.Navy.mil>

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# Department of the Navy Office of Small Business Programs

***Our Mission  
is to help them...***

***...complete  
theirs safely.***

**"Small Business...**

**T*****he First Option"***

***<http://SmallBusiness.Navy.mil>***



# Small Business Programs Overview

Department of the Navy  
Office of Small Business Programs

- Advocacy
- Outreach
- Counseling
- Oversight



<http://SmallBusiness.Navy.mil>



# Small Business Programs Overview

Department of the Navy  
Office of Small Business Programs

- Statutory
  - Small Business - Federal Acquisition Regulation (FAR) Part 19
  - Small Disadvantaged Business (SDB) - FAR 19.12
    - 8(a) Small Business Development
  - Woman/Economically Disadvantaged Woman Owned Small Business (WOSB/EDWOSB) - FAR 19.15
  - Service Disabled Veteran Owned Small Business (SDVOSB)-FAR 19.14
  - Historically Underutilized Business Zone (HUBZone) Small Business - FAR 19.13
- Other
  - Veteran Owned Small Business (VOSB)





### ***First Time in Eight Years Goal is Met***

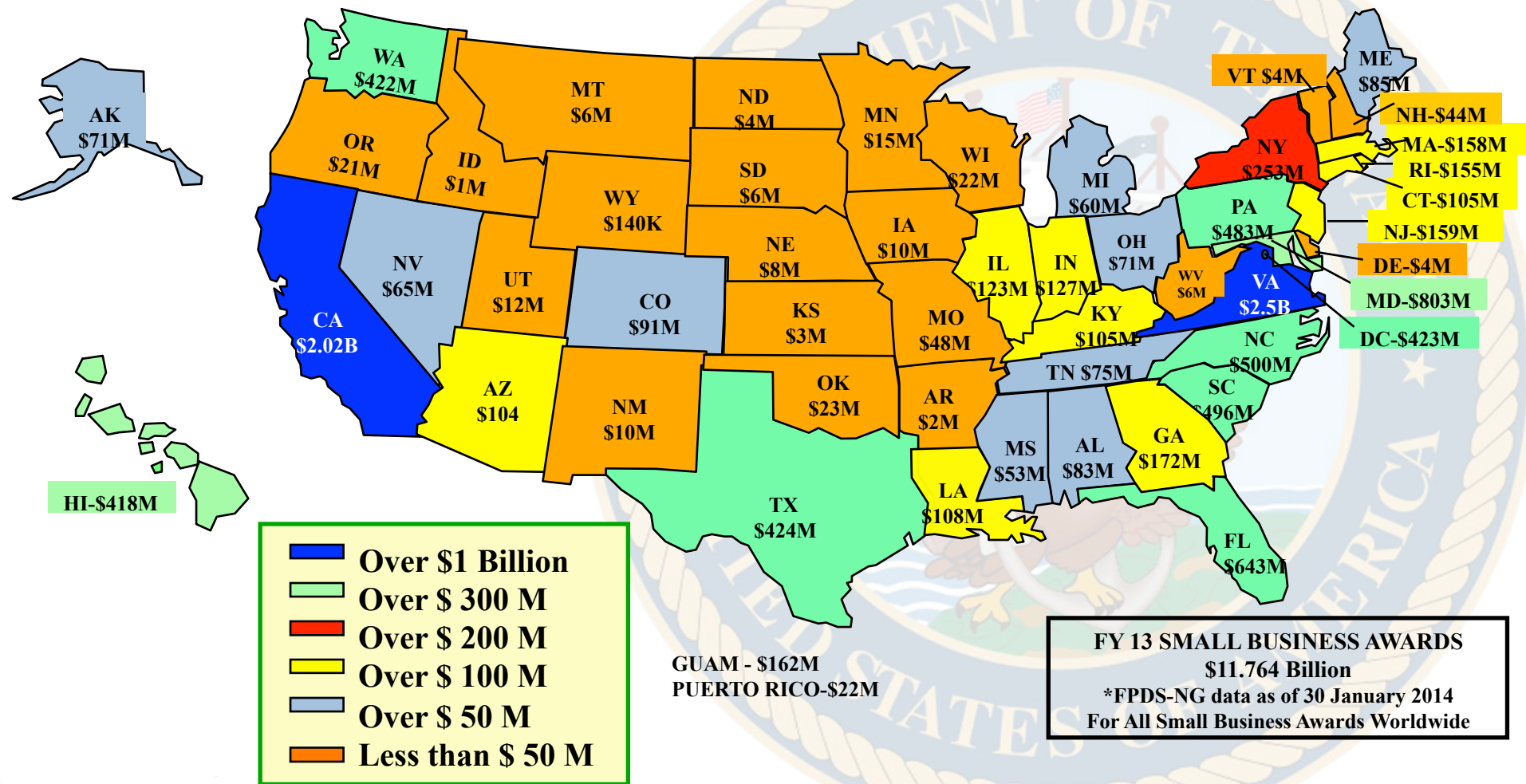
The federal government reached its small business federal contracting goal for the first time in eight years, awarding 23.39 percent in federal contracts to small businesses totaling \$83.1 billion of eligible contracting dollars.

“When we hit our small business procurement target, it’s a win. Small businesses get the revenue they need to grow and create jobs, and the federal government gets the chance to work with some of the most responsive, innovative and nimble companies in the U.S. while the economy grows.



# DON FY13 SB Awards

## Department of the Navy Office of Small Business Programs



# DoN Top Ten Small Business NAICS FY13

## Department of the Navy Office of Small Business Programs

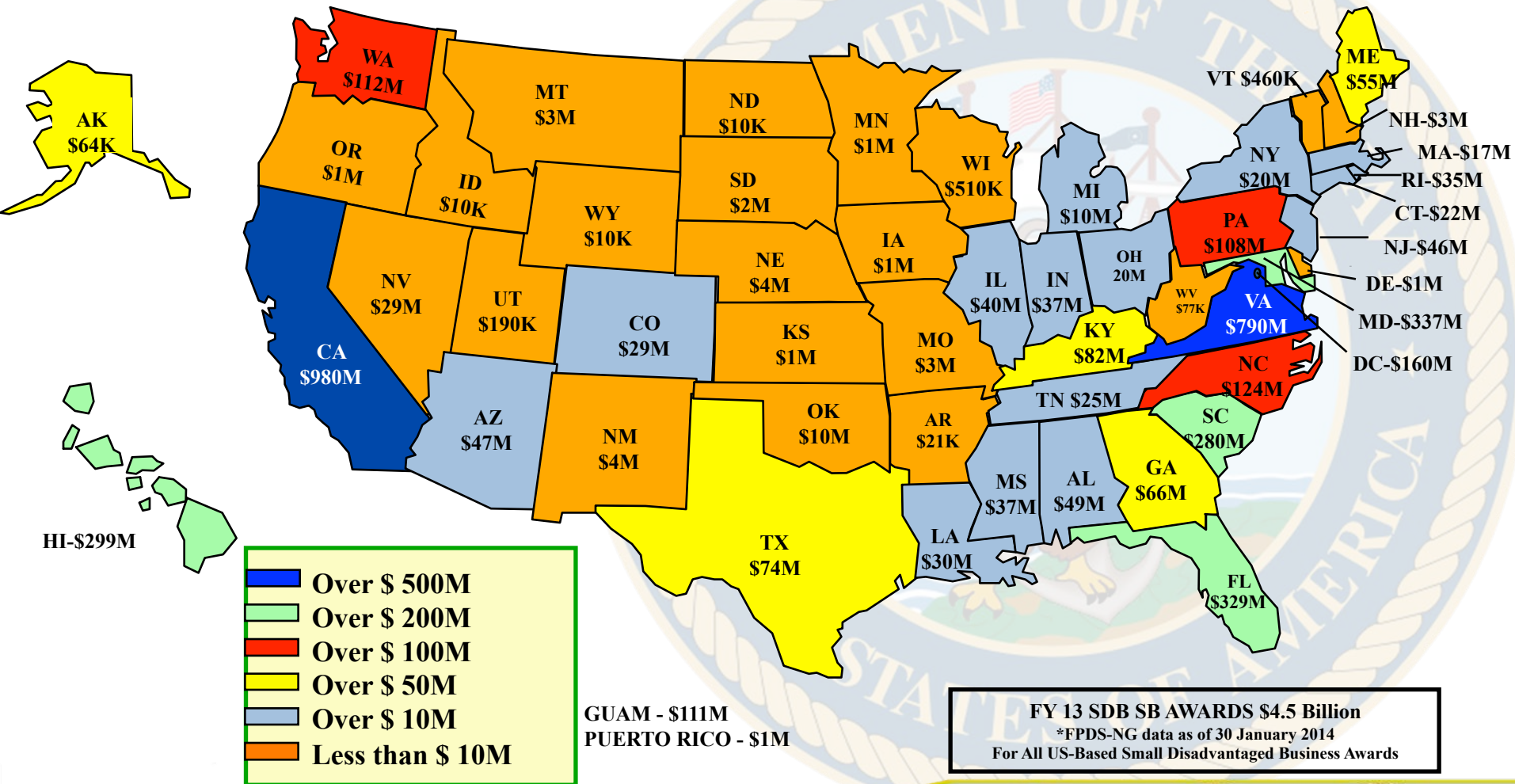
NAICS	Description	SB Spend
541330	ENGINEERING SERVICES	\$2,194,946,975
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,170,532,085
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$851,925,516
336611	SHIP BUILDING AND REPAIRING	\$838,548,359
561210	FACILITIES SUPPORT SERVICES	\$463,787,776
483111	DEEP SEA FREIGHT TRANSPORTATION	\$438,166,268
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$280,011,186
541519	OTHER COMPUTER RELATED SERVICES	\$228,038,685
336411	AIRCRAFT MANUFACTURING	\$215,692,019
562910	REMEDIATION SERVICES	\$194,040,599





# DON FY13 SDB Awards

## Department of the Navy Office of Small Business Programs



# DoN Top Ten SDB NAICS FY13

## Department of the Navy Office of Small Business Programs

NAICS	Description	SDB Spend	Principal Buying Command(s)
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$812,817,938	NAVFAC, MCSC, ONR
541330	ENGINEERING SERVICES	\$812,258,919	NAVSEA, SPAWAR, NAVAIR
561210	FACILITIES SUPPORT SERVICES	\$359,596,926	NAVFAC, NAVSUP, MCSC
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$144,674,383	SPAWAR, MCSC, NAVAIR
336611	SHIP BUILDING AND REPAIRING	\$125,033,702	NAVSEA, MSC
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$105,699,390	MCSC, SPAWAR
562910	REMEDIATION SERVICES	\$101,851,279	NAVFAC
541519	OTHER COMPUTER RELATED SERVICES	\$100,145,322	NAVSUP, SPAWAR, MCSC
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$89,153,948	NAVFAC
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$71,660,935	NAVFAC, HQMC, I&L





### INTERIM RULE AMENDS FAR [19.1505](#)

Effective June 24, 2014; DoD, GSA, and NASA have adopted as final, without change, an interim rule amending the Federal Acquisition Regulation (FAR) to remove the dollar limitation for set-asides to economically disadvantaged women-owned small business concerns and to women-owned small business concerns eligible under the Women-Owned Small Business Program.

The dollar limitations on set-asides for WOSBs and EDWOSBs had been \$6,500,000 for contracts assigned a manufacturing North American Industry Classification Systems (NAICS) code, and \$4,000,000 for all other contracts.

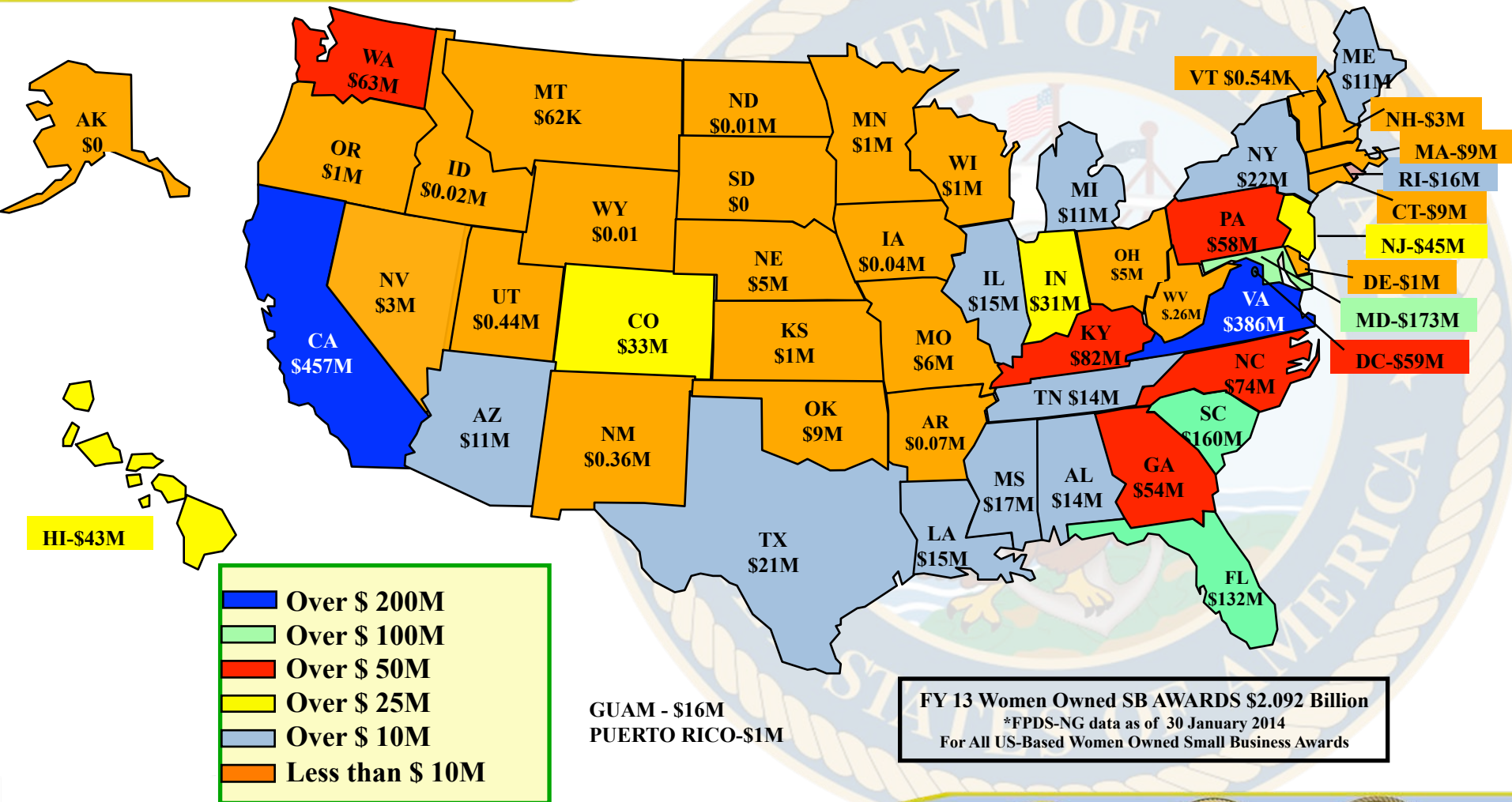
Section 1697 of the National Defense Authorization Act of Fiscal Year 2013 (Public Law [112-239](#)) removed these statutory limitations, and the Small Business Administration (SBA) amended its regulations accordingly.





# DON FY13 WOSB Awards

## Department of the Navy Office of Small Business Programs



# DoN Top Ten WOSB NAICS FY13

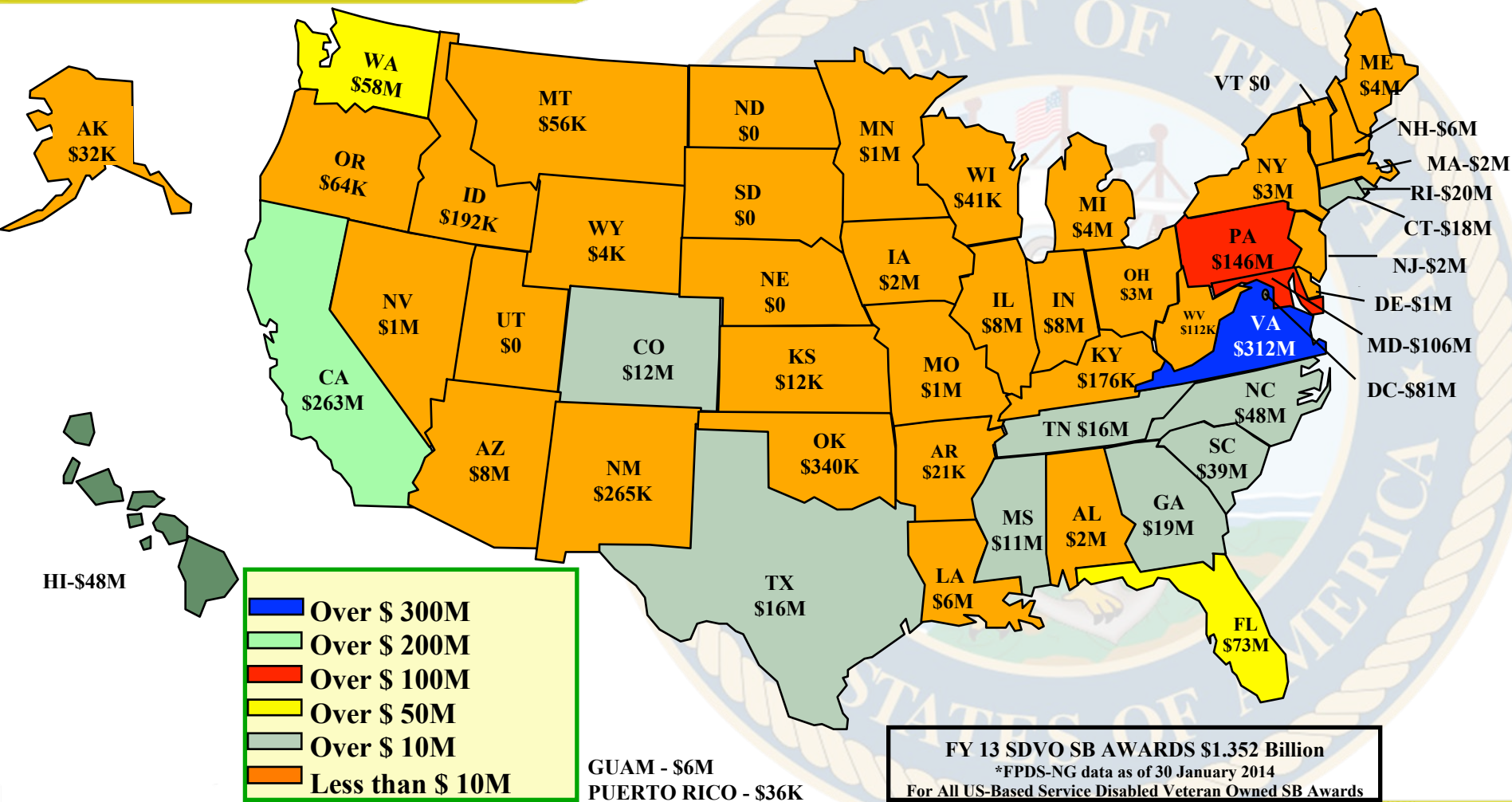
## Department of the Navy Office of Small Business Programs

NAICS	Description	WOSB Spend	Principal Buying Command(s)
541330	ENGINEERING SERVICES	\$398,250,310	NAVAIR, NAVSEA, SPAWAR
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$226,363,193	NAVFAC
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$111,663,645	SPAWAR
622110	GENERAL MEDICAL AND SURGICAL HOSPITALS	\$86,513,256	NAVSUP
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$77,758,184	NAVAIR, ONR
541519	OTHER COMPUTER RELATED SERVICES	\$69,730,497	MCSC, NAVSUP, SPAWAR
561210	FACILITIES SUPPORT SERVICES	\$64,947,937	NAVFAC, NAVSUP
561320	TEMPORARY HELP SERVICES	\$60,501,444	NAVSUP
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$54,139,425	SPAWAR, MCSC
561720	JANITORIAL SERVICES	\$42,034,479	NAVFAC



# DON FY13 SDVOSB Awards

Department of the Navy  
Office of Small Business Programs





# DON FY13 TOP TEN SDVOSB NAICS

## Department of the Navy Office of Small Business Programs

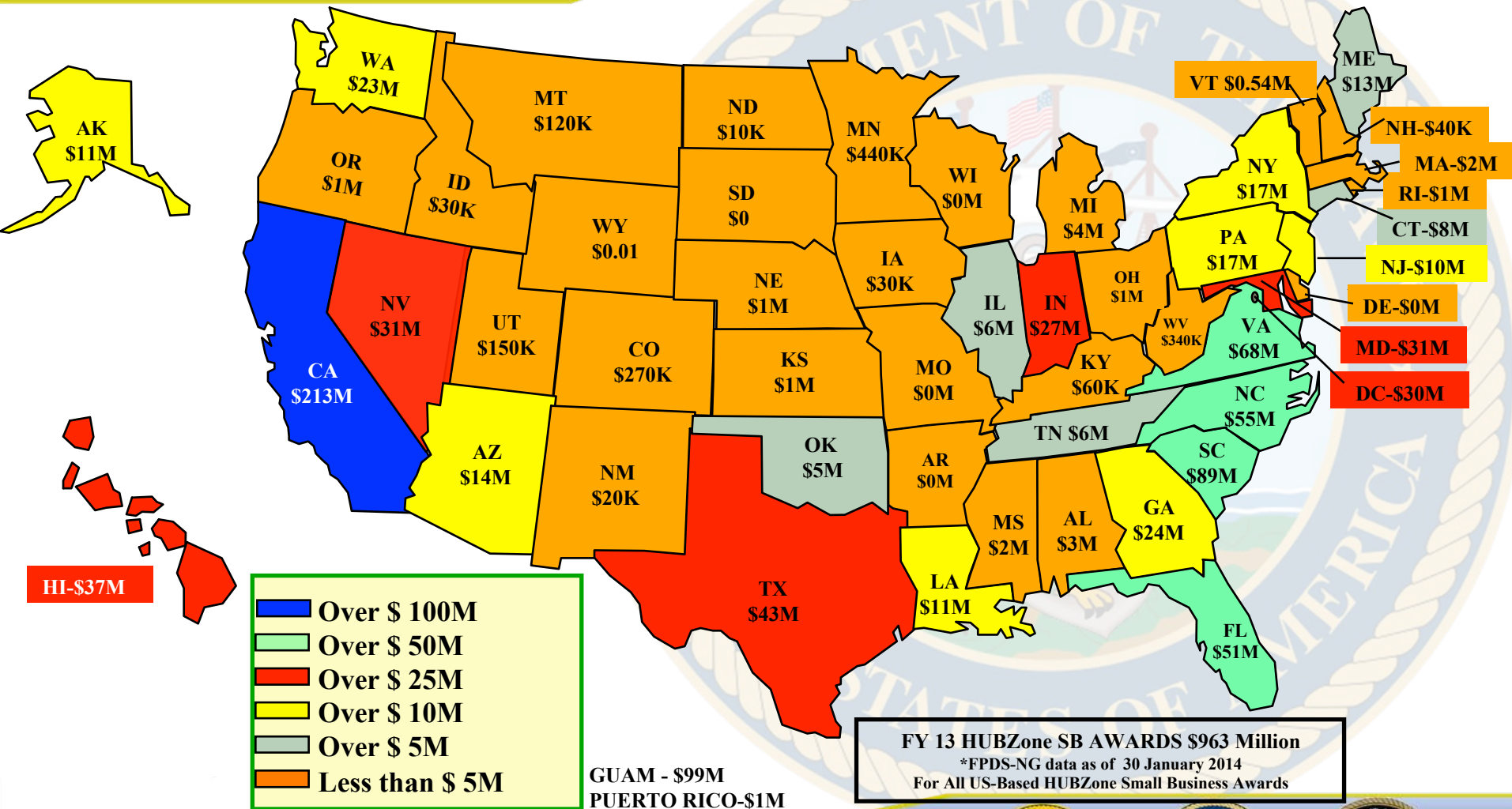
Top 10 SDVO NAICS - FY13

NAICS	Description	SDVO Spend	Principal Buying Command(s)
541330	ENGINEERING SERVICES	\$447,615,813	SPAWAR, NAVSEA, NAVSUP
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$204,926,208	NAVFAC
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$82,125,715	NAVAIR, ONR, SPAWAR
336411	AIRCRAFT MANUFACTURING	\$68,661,931	NAVAIR, NAVSUP
561320	TEMPORARY HELP SERVICES	\$58,219,665	NAVSUP, HQMC,I&L
561210	FACILITIES SUPPORT SERVICES	\$49,569,198	NAVAIR, NAVFAC, MCSC
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$46,052,813	NAVAIR, HQMC,I&L
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$29,711,779	NAVSUP, HQMC,I&L, MCSC
611699	ALL OTHER MISCELLANEOUS SCHOOLS AND INSTRUCTION	\$22,165,762	NAVSUP, HQMC,I&L
541519	OTHER COMPUTER RELATED SERVICES	\$22,132,282	SPAWAR, NAVSUP, NAVAIR



# DON FY13 HUBZone Awards

Department of the Navy  
Office of Small Business Programs





# DON FY13 Top Ten HUBZone NAICS

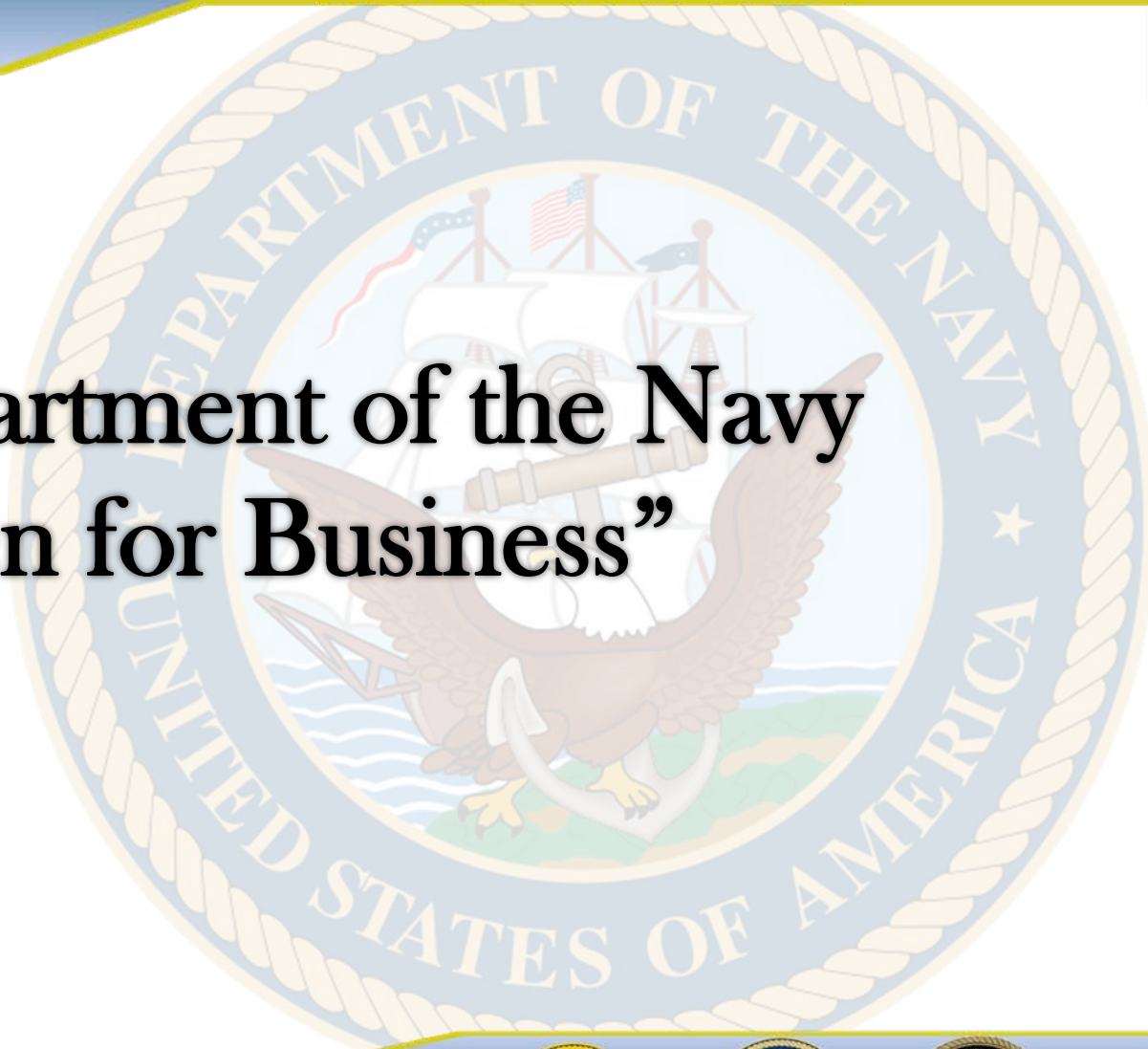
## Department of the Navy Office of Small Business Programs

NAICS	Description	HUBZone Spend	Principal Buying Command(s)
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$303,628,378	NAVFAC
541330	ENGINEERING SERVICES	\$123,787,543	NAVSEA, MCSC, NAVAIR
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$72,825,520	NAVFAC
336611	SHIP BUILDING AND REPAIRING	\$44,682,498	NAVSEA, MSC
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$42,898,081	SPAWAR
561210	FACILITIES SUPPORT SERVICES	\$31,024,368	NAVFAC, MCSC
561730	LANDSCAPING SERVICES	\$27,088,902	NAVFAC
238160	ROOFING CONTRACTORS	\$22,196,152	NAVFAC
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$19,851,568	SPAWAR
315299	ALL OTHER CUT AND SEW APPAREL MANUFACTURING	\$18,709,293	MCSC





# The Department of the Navy “Open for Business”



### Major Buying Commands

<b>Naval Supply Systems Command (NAVSUP) 717-605-7525</b>	<b>Majority of Navy buys Services, material, logistics, maritime, aviation spares</b>
<b>Naval Sea Systems Command (NAVSEA) 202-781-3965</b>	<b>Shipbuilding</b>
<b>Naval Air Systems Command (NAVAIR) 301-757-9044</b>	<b>Aviation</b>
<b>Space and Naval Warfare Systems Command (SPAWAR) 619-524-7701</b>	<b>Technology / Communications</b>
<b>U.S. Marine Corps Installations and Logistics (USMCHQ I&amp;L) 703-604-4219</b>	<b>Ground Equipment</b>
<b>Marine Corps Systems Command (MARCOR) 703-432-3946</b>	<b>Weapons and Sensors Development</b>
<b>Office of Naval Research (ONR) 703-696-2607</b>	<b>R&amp;D (SBIR)</b>
<b>Military Sealift Command (MSC) 757-443-2717</b>	<b>Ocean Transportation</b>
<b>Strategic Systems Programs (SSP) 202-433-7857</b>	<b>Undersea Systems</b>
<b>Naval Facilities Engineering Command (NAVFAC) 805-982-1354</b>	<b>Construction &amp; Facilities</b>





# Doing Business

## Department of the Navy Office of Small Business Programs

**\$77.8B**

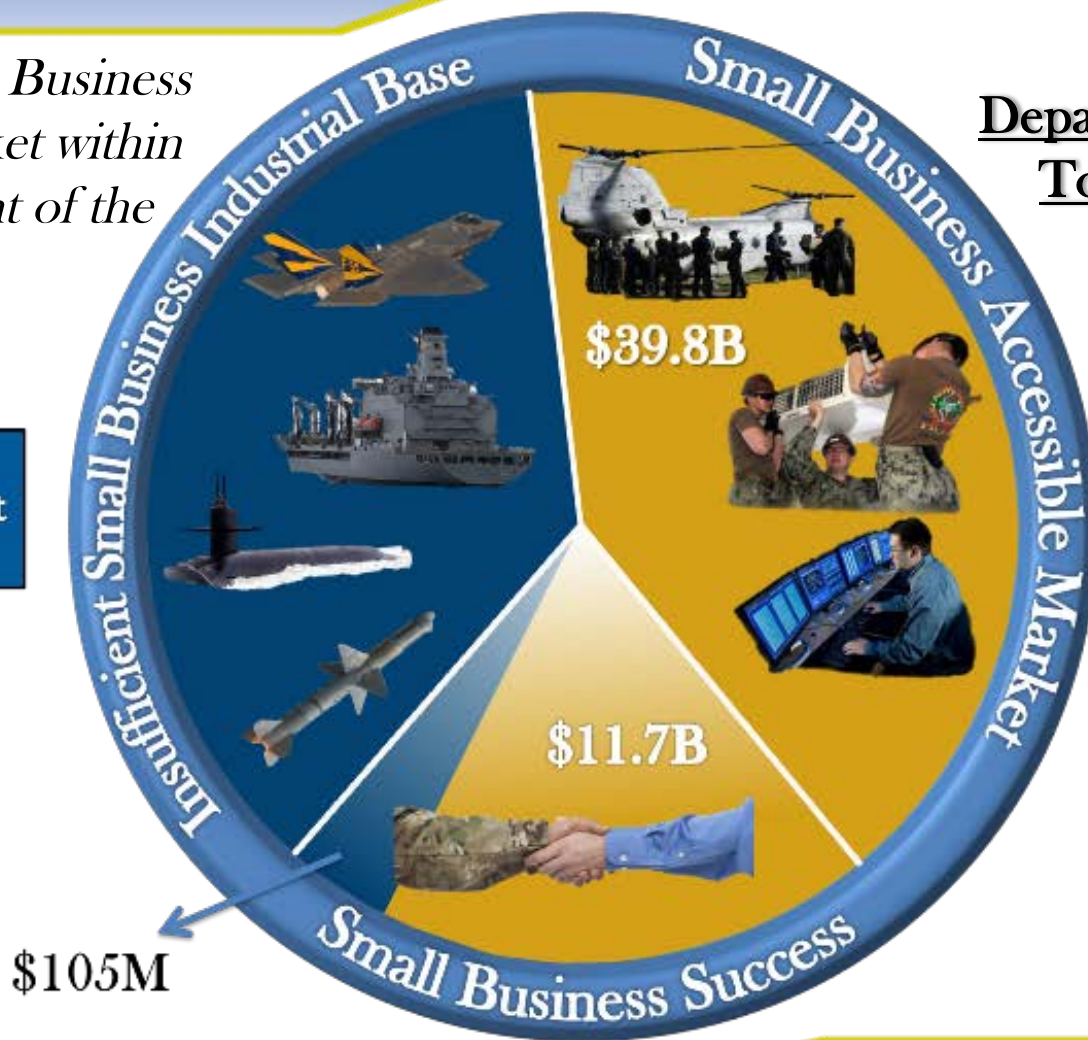
**Department of the Navy**  
**Total Spend FY13**

**\$51.6B**




**Small Business  
Accessible Market  
(SBAM)**

**\$26.2B**

**Small Business  
Inaccessible Market  
(SBIAM)**



Thursday, August 07, 2014

## DEPARTMENT OF THE NAVY Office of Small Business Programs

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Mentor-Protégé		Government Acronyms
SBIR / STTR		Tutorials
SDB & 8(a)		Video - Open For Business
Veteran/Service Disabled Veteran Owned		
Women-Owned (WOSB)		

**Technology**

3, 2014  
o, CA

Read More >>

The DoN and NDIA are proud to present the 26th Navy Gold Coast in San Diego. Join us for two days of Exhibits, Matchmaking and Workshops with the Navy's Ten Buying Commands and the top businesses in the Industry.

## Message From the Director

Welcome to the Department of the Navy's (DoN) Office of Small Business Programs (OSBP) website. The mission of OSBP is to promote acquisition opportunities where small business can best support the needs of our Sailors and Marines.

[Continue Reading >](#)

## Major Command Portional Share of FY11-13 Small Business Spend

Three year visualization of contribution of each Major Command to overall Navy SB.

[Continue Reading >](#)

## Resources

The Department of the Navy (DoN) Office of Small Business Programs (OSBP) prides itself on providing the highest quality of resources and information to small businesses.

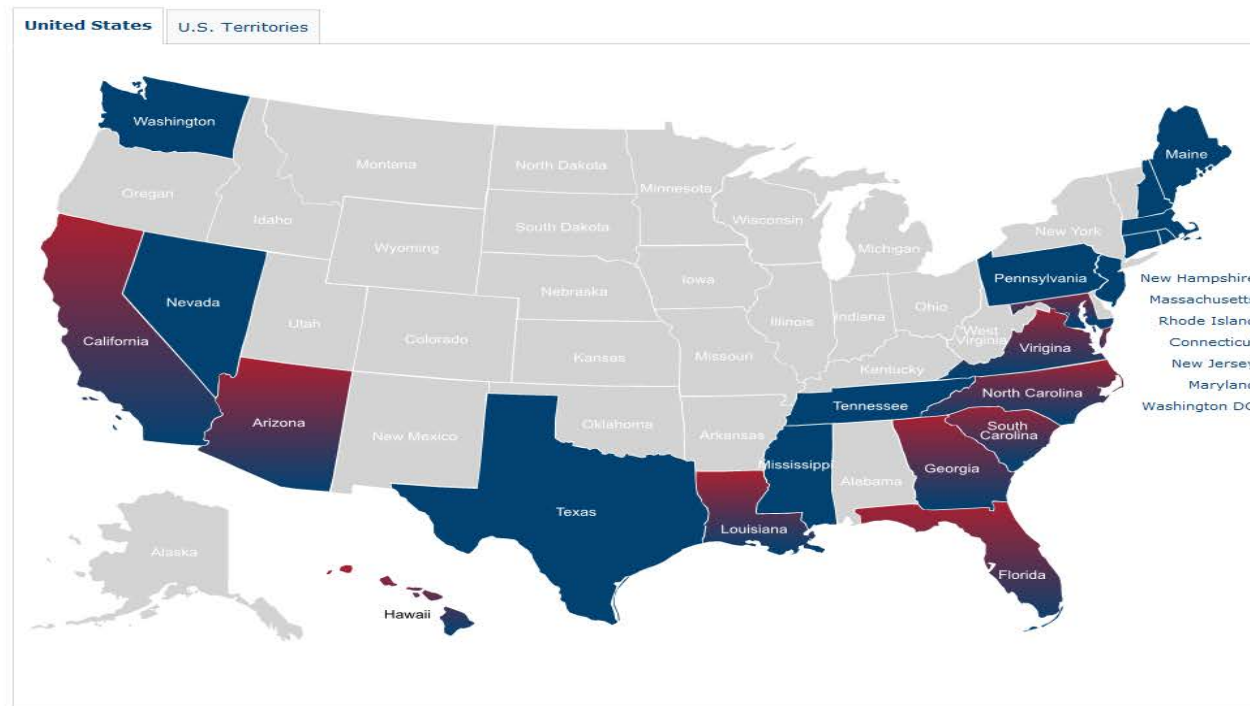
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### Find Your Small Business Professional



# Q & A

## Department of the Navy Office of Small Business Programs

### DON OSBP Contacts

- Mentor Protégé / Subcontracting Programs  
**Mr. Bradley D. Taylor**  
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**Mr. Carlton Hagans**  
[Carlton.Hagans@navy.mil](mailto:Carlton.Hagans@navy.mil)
- Women-owned & SDB/ 8(a) Programs /Native American  
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